



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Board Report

File #: A 17-479, Version: 1

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 1 to the agreement with Corazon, Inc. for assessment and strategic plan development services retroactively (May 1, 2017 through April 30, 2018) for a revised full agreement term of February 1, 2017 through April 30, 2018, and adding \$83,195 for a revised total agreement amount not to exceed \$127,438; and
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future Amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$4,424) of the original cost of the agreement per each Amendment.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Renewal and Amendment No. 1 to the agreement with Corazon, Inc. for assessment and strategic plan development services retroactively (May 1, 2017 through April 30, 2018) for a revised full agreement term of February 1, 2017 through April 30, 2018, and adding \$83,195 for a revised total agreement amount not to exceed \$127,438.
- b. Authorize the Deputy Purchasing Agent for NMC or his designee to execute up to three (3) future Amendments to the agreement which do not significantly alter the scope of work and do not cause an increase of more than ten percent (10%) (\$4,424) of the original cost of the agreement per each Amendment.

SUMMARY/DISCUSSION:

Corazon is a national company that provides consulting services for strategic program development for medical specialty service lines, such as heart and vascular services. Corazon recently completed a feasibility study for vascular services at NMC. We now wish to engage Corazon to consult with NMC as we prepare to apply for designation as a Primary Stroke Center. This will be accomplished by their mentoring of a stroke coordinator, assisting with the creation of new policies and procedures, and guiding NMC through the processes to implement them and applying to the Joint Commission. The designation of NMC as a Primary Stroke Center will ensure that our patients are receiving state-of-the-art care for strokes.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Renewal and Amendment No. 1 as to legal form and risk provisions, and the Auditor-Controller has reviewed and approved as to payment provisions. The Renewal and Amendment No. 1 has also been reviewed and approved by NMC's Finance Committee on September 28, 2017 and by its Board of Trustees on October 6, 2017.

FINANCING:

The cost for this Renewal and Amendment No. 1 is \$83,195 of which is included in the Fiscal Year 2017-18 Adopted Budget. Amounts for remaining years of the agreement will be included in those budgets as appropriate. There is no impact to the General Fund.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

A strategic initiative of the Board of Supervisors is to improve health and quality of life through County supported policies, programs, and services. By having the county hospital become a Primary Stroke Center, we will be able to prevent and treat some of the devastating results of strokes among our residents as well as best aid them in recovery and rehabilitation.

- ☐ Economic Development
- ☐ Administration
- ☒ Health and Human Services
- ☐ Infrastructure
- ☐ Public Safety

Prepared by: Craig Walls, Chief Medical Officer, 783-2521

Approved by: Gary R. Gray, DO, Chief Executive Officer, 783-2504

Attachments:

Corazon Renewal and Amendment No. 1
Corazon Original Agreement
Corazon Spend Sheet

Attachments on file with the Clerk of the Board